

Connecticut Industry

Disappointing

We had reason to expect much from the report of the National Transportation Committee. Being made up of former President Coolidge, Alfred E. Smith, Bernard M. Baruch, Clark Howell and Alexander Legge, investors, shippers and transportation management felt that the study was in good hands. Consequently, we are at a loss to understand the dearth of new ideas brought out by the committee.

The committee made a large number of recommendations. It suggested consolidation of railroads which has been recognized for years as desirable. It recommended the granting of permission for railroads to operate competing water service—a dangerous proposal. It suggested that the St. Lawrence Waterway be tested by the rule of self-support and if it fails in this test, the pending treaty with Canada should not be ratified. This thought has been widely accepted in Connecticut for some time. It recommended the regulation of automotive transport, recognized everywhere as desirable, but failed to be specific. It would encourage the development of air transport. The report dealt at length with the basis for the determination of freight rates, suggesting that rates be based on the theory that railroads are entitled to a reasonable profit from efficient operation. It criticized railway management and asked such management to correct its methods, but was not particularly helpful in furnishing detail.

Mr. Smith dissented in part. He opposed the signing of the treaty in connection with the St. Lawrence Waterway. He does not believe that motor truck competition has affected the financial condition of the railroads. He finds the reproduction cost theory of rate making obviously obsolete. He would abolish the Interstate Commerce Commission and recommends drastic action if the carriers show no willingness to reorganize.

The report is so lacking in details that it is impossible to evaluate its recommendations in terms of economic value, if made effective.

E. KENT HUBBARD

March, 1933

Export Men Favor Recognition

A House Committee Recommends

SPEED SERVICE



Complete Satisfaction

is the combination of words which best describe the feelings of New River Coal users who are served by our company engineers and delivery facilities.

Priced the lowest in years, yet it meets the quality demands of economy.

It is available for delivery to any Connecticut point in truck-loads or carloads within 24 to 48 hours after your order is placed.

T. A. D. JONES & CO. Inc.

Bridgeport

NEW HAVEN
Hampton Roads

New York

Connecticut Industry

for March, 1933

Volume 11

L. M. Bingham, Editor

Number 3

Manufacturers' Association of Connecticut, Inc.

OFFICERS

E. KENT HUBBARD . . . President
JOHN H. GOSS . . . Vice-President
C. L. CAMPBELL . . . Treasurer
C. L. EYANSON . . . Sec. & Asst. Treas.

BOARD OF DIRECTORS

R. H. WHITEHEAD DOUGLAS E. NASH
W. R. WEBSTER C. R. GARDINOR
THOMAS J. SEATON A. E. PAYSON
L. M. BROOKS SAMUEL FERGUSON
NEWTON C. BRAINARD C. D. MORRIS
FRANK R. APPELT B. H. HEMINWAY
E. W. INGRAHAM N. W. PICKERING
PERCY AINSWORTH E. W. CHRIST

COMMITTEE CHAIRMEN

HOWELL CHENEY *Workmen's Compensation*
WILSON H. LEE . . . *Agriculture*
W. H. PEASE . . . *Traffic*
F. S. CHASE . *Power and Waterways*
JOHN H. GOSS . . . *Research*
E. KENT HUBBARD . . . *Legislative*
F. S. CHASE . *Highway Safety and Scenic Restoration*
JAMES E. BRYAN . . . *Foreign Trade*
C. F. HOLLISTER, *Finance and Taxation*

ADMINISTRATIVE STAFF

C. L. EYANSON *Assistant to the President*
W. A. DOWER . *Industrial Secretary*
J. E. WUICHET . *Executive Assistant*
L. M. BINGHAM *Editor Connecticut Industry*
N. W. FORD . . . *Traffic Manager*

DEPARTMENTAL STAFF

M. R. RAITES M. T. MONTGOMERY
R. C. JOHNSON S. J. HUTCHINSON
K. M. EDGERTON R. S. MACKINNON
A. M. MURPHY W. E. ZIGLATZKI
A. D. MIGLIORA

Published monthly by the Manufacturers' Association of Connecticut, Inc., with executive offices at 50 Lewis Street, Hartford, Connecticut. Entered as second-class matter January 29, 1929, at the post office at Hartford, Connecticut, under the Act of March 3, 1870. As the official magazine of the Manufacturers' Association of Connecticut, Inc., it carries authoritative articles and notices concerning the Association activities. In all other respects the Association is not responsible for the contents and for the opinion of its writers. Subscription Rates: \$4.00 for 3 years; one year, \$1.50; 20¢ a copy. Subscribers should notify publisher promptly of changes in address. Advertising rates on application.

Export Men • • • Favor Recognition

At a meeting of the Foreign Trade Committee of the Manufacturers Association of Connecticut, Inc., held at the Waterbury Club, Waterbury, on January 13, the question as posed in the January issue of Connecticut Industry under the heading, "Shall Russia Be Recognized?", was fully discussed. Some members of this committee thought that recognition of Russia by the United States would not affect commerce in any way since Russia would naturally continue to buy from countries where she has credits established from the sale of her products. Others believed that the United States will sooner or later recognize the government of such a large nation of industrious people and that such recognition would have a beneficial influence on commerce by removing the present hesitation and distrust now prevailing among many uninformed American manufacturers toward Russian business in the absence of official recognition. It was therefore voted: "That the Foreign Trade Committee of the Manufacturers Association of Connecticut, Inc., hereby goes on record in favor of official recognition

of the Soviet Government on the part of the United States, and expresses the hope that all members of the Association will see fit promptly to respond with their opinion to the question raised in the editorial in the January issue of "CONNECTICUT INDUSTRY: 'Shall Russia be Recognized?'."

The publication of this vote was later approved by the officers and directors of the Association. It is therefore desirable that members should make known their opinions by writing the Association as soon as possible, after the inauguration.

A House Committee • • • Recommends

Representative Joseph P. Shannon, Democrat, of Missouri and his special committee appointed by the House of Representatives last May, has held extensive hearings for the past 8 months on the matter of government competition with private business. The committee examined over 600 witnesses in 9 different cities and came to the conclusion that something should be done to end the types of government competition which took 43 volumes to tell about. Principal recom-

mendations of the committee sent to Congress in the early part of February, were that:

1. The Army, Navy, and Marine bands restrict performance to official functions.
2. Local architects be used to design new public buildings and local engineers to supervise the construction.
3. Federal barge lines be sold to private operators.
4. The Army and Navy stop making uniforms, paint, varnish, saddles and other items, in their shops.
5. The Army and Navy discontinue their post exchanges except in remote areas.
6. In case of parcel post rates, service be made self-sustaining, and postmasters cease solicitation for this business.
7. The Government Printing Office stop manufacturing paste and mucilage.
8. The Coast Guard leave ship salvage to private enterprise.
9. Disabled veterans be housed in private or city hospitals.
10. Government-operated restaurants be abolished.

It is now up to president Roosevelt to decide whether he will give these recommendations the effect of law. From pre-inauguration observations, it appears that Mr. Roosevelt may swap a few small government businesses for bigger and better ones like producing power on a large scale at Muscle Shoals.

• • • Legislation FEDERAL

As this is being written there are only 7 more legislative days remaining before the "lame duck" session passes into history—the kind that should be forgotten. Nor will it be possible again for the "outs" to share responsibility with the "ins", for the "Norris Lame Duck" amendment eliminating defeated legislators from participating in the government henceforth has become the 20th amendment. It also advances the inauguration of the president to January 20 and changes the regular session of Congress to January 3 without setting adjournment date. This event marks the climax of a 10-year struggle by the rampant little senator Norris of Nebraska, to shear the Samsonian locks of the "filibusterer" and to provide for true representation ordered by the American electorate.

The whole Nation will be looking at the second session of the Seventy-Second Congress in retrospect and at the smiling countenance or likeness of President Roosevelt when these columns are placed before

readers. Let us look backward with little regret and forward with well founded optimism.

Looking backward, the seasoned observer of "lame duck" performance, shrugs his shoulders with an air of a self-satisfied prophet. He expected nothing of great importance and his guess was wrong by a scant margin of a few appropriation bills, the short-sighted and ill-phrased arms embargo and a 2/3 repeal vote on the 18th amendment. As of today (February 22) there is still a chance for passage of the Glass Bank Bill, the Hull-Walcott mortgage relief measure and the 3.05% beer bill before adjournment. Deeds of past four weeks are briefly recorded in the next 3 paragraphs.

In the House, efforts to make President-elect Roosevelt virtual dictator were killed. The Crowther bill for upping tariff automatically against countries with depreciated currencies was killed largely because of the strong opposition of Chairman Obrien of the tariff commission. Passed 8 appropriation bills out of 11 needed to run the government. Passed Bankruptcy Act. Passed numerous pension bills and one to buy phonograph records for the blind. Participated with Senate in memorial exercises for Calvin Coolidge, memorial exercises for deceased representatives and senators, in eulogy for George Washington, the ancient ritual of counting electoral votes, and notifying Roosevelt and Garner of their election as president and vice-president.

In the Senate, 4 appropriation bills were passed. Bratton amendment requiring all departments to operate 5% under appropriations was attached to Post Office Treasury bill after considerable opposition by Senator Bingham and cabinet members. Norris resolution to dismiss David Barry, Sergeant-at-Arms, who has been routing out a Senate quorum for over 15 years, passed the Senate unanimously. Barry made unfortunate inference about the honesty of certain unnamed Senators in a recent article which appeared in the February issue of the New Outlook. Efforts of Senate Republicans to confirm President Hoover's appointments thwarted by Democrats. Passed bill introduced by Harrison of Mississippi inquiring into causes of the depression. "Front Page" names are being called to testify as to causes and possible remedies. Some ironically refer to it as a helpful shuffle to facilitate Roosevelt's "New Deal".

The Shannon Committee which has been investigating "Government Competition with Private Business" for the past 8 months in 9 different cities now makes 10 recommendations to Congress, all of which ask for relief in some form from government competition. (Recommendations are listed on this page.)

Please turn to page 11

INDUSTRIAL BRIEFS

New Departure Employees Paid Off in Savings Plan

Over 1,000 employes of the New Departure Manufacturing Company who were members of the 1927 class of the "Two-for-One" savings plan of the General Motors Corporation received payments of \$621 for each \$300 invested during the early part of February. The sum of \$320,000 was paid out to employes part in cash, part in stock, and the remainder on house contract payments.

DeWitt Page Retires as New Departure's Manager

Announcement was made at the annual meeting of the Endee Club, organization for employes and officers of the New Departure Manufacturing Company in Bristol, of the retirement of DeWitt Page as General Manager of the company and of the promotion of Frederick G. Hughes, assistant general manager, to fill the position vacated by Mr. Page. Mr. Page continues as president of the company and Mr. Hughes as vice-president, a position which the latter has occupied since 1919.

In speaking of the appointment of Mr. Hughes as general manager of the company, Mr. Page stated that he was considered the best engineer in the ball-bearing field and one of the most brilliant engineers in the automotive industry.

Fuller Brush Company Has New Test Device

The Fuller Brush Company of Hartford, Connecticut has recently devised an improved testing machine for testing its long handled products such as household brooms, mops, and scrub brushes. By means of the machine, it is possible in a week to give the product a test equivalent to several years of household use, thus determining in advance how long any one of the company's products may be expected to last



The Fuller brush, broom and mop tester

under actual household use. It has been estimated that 1,000,000 sweeping strokes on the machine are equal to 3 years' use in the average home. Although the Fuller organization has submitted its products to exhaustive tests for a number of years, the apparatus had never been displayed until the recent exhibits of this improved tester in company branch sales rooms.

Death of Harry McLachlan, Sr.

Harry McLachlan, Sr., head of H. McLachlan & Co., Inc., one of the country's most prominent manu-

HADFIELD, ROTHWELL, SOULE & COATES

Certified Public Accountants

HARTFORD-CONNECTICUT
TRUST BUILDING
HARTFORD, CONNECTICUT

THE FIRST-STAMFORD NATIONAL
BANK & TRUST CO. BUILDING
STAMFORD, CONNECTICUT

facturers of fur felt hats in the rough and a recognized leader in civic and industrial circles, died on the evening of February 6 at the Danbury Hospital where he had been operated upon the previous Saturday. Mr. McLachlan had been in failing health for several months.

Born in Scotland in 1868, Mr. McLachlan received his early training in the public schools of Edinburgh and at the age of thirteen came to the United States with his parents. In 1883 he came to Danbury and a year later became an apprentice in the making department of the factory of Nichols & Hine. Only a short time after he had completed his apprenticeship, his expertness in his trade and his evident executive ability, attracted the attention of Byron Dexter, Danbury's leading hat manufacturer, who made him a foreman in his factory. Foreseeing the possibilities then existing in the rough hat industry, Mr. McLachlan gave up his position 2 years later to establish his own manufacturing business on a small scale. Later in 1909 Mr. McLachlan and Frank H. Lee formed a partnership under the name of Lee-McLachlan Co., which continued until 1914 when the present H. McLachlan & Co., Inc., was formed.

Mr. McLachlan was recognized as a national figure in the hat industry having been the first president of the National Association of Hat Manufacturers, which afterwards became the Hat Institute, and was later vice-president of the latter organization. Perhaps his most outstanding services to the hat industry were performed as chairman of the tariff committee representing the hat manufacturers of the country. He was also active in community life serving on the Board of Education and on a number of civic committees. He was the founder and president of the Ridgewood Country Club, a director of the Danbury National bank until a few months prior to his death and one of the founders of the Danbury Building & Loan Association, a member of the Danbury Club and president of the Danbury Electric Mfg. Co., and a member of several societies and clubs.

In the last presidential election, Mr. McLachlan was chosen as an elector on the Republican ticket and

assisted in casting the votes of Connecticut for Herbert Hoover.

Mr. McLachlan enjoyed a host of warm friends and acquaintances both in Danbury and throughout the hat trade. Besides his many friends and acquaintances, he leaves his wife, seven children, two brothers, two sisters, and 12 grandchildren to mourn his death.

Funeral services were held from his home and St. Peter's Church on Thursday, Feb. 9. Burial was made in St. Peter's cemetery, Lake Kenosia.

R. F. C. Fund Sought for Connecticut Public Works Project

If the 1933 General Assembly adopts an enabling act, municipalities of the state will be able to carry out a \$25,000,000 program of self-liquidating public works through the issuance of revenue bonds which would be purchased by the Reconstruction Finance Corporation, according to J. Frederick Jackson of New Haven, consulting engineer, who is now chairman of the state committee for the stimulation of public works to hasten trade recovery.

The state committee, which is a branch of the National Committee for Trade Recovery, an organization whose executive committee sits in an advisory capacity at the meetings of the R. F. C., is sponsoring this program along with similar branches of the national organization in forty-two states. Enabling acts have or will be introduced in twenty-six other states outside of Connecticut. Thus far, because of a lack of enabling legislation and high interest rates, there has not been one application made to the R. F. C. for New England municipalities. It is believed that a large number of these municipalities will make application as soon as the necessary legislation has been passed.

Sheldon Re-elected Head of Waterbury Clock Co.

James R. Sheldon, son-in-law of Irving H. Chase, was reelected president of the Waterbury Clock Company at the annual meeting of the Directors held on



Consult Us On Your Problems

ELECTRIC FURNACES GAS FURNACES
AUTOMATICALLY CONTROLLED

Our Prices Right Our Service Best

Agents for all Kinds of Heat Treating Equipment.



Jan. 25. C. H. Granger was reelected vice-president. Other officers elected were: Treasurer, George R. Close; secretary, Carl Kraft; assistant treasurer, M. M. Abbott.

Directors elected at the meeting of the stockholders were James R. Sheldon, Carl Kraft, and R. W. Van Riper.

Connecticut Fourth as Ship Material Supplier

Figures recently compiled by the American Steamship Owners' Association show that Connecticut ranked fourth in furnishing material for ocean going vessels completed during 1932.

Connecticut, the home of precision manufacturing, supplies a large percentage of the hardware used on American vessels. Padlocks from New Britain have gone to sea, along with door locks from Stamford, drawer locks from Terryville and machine screws from Torrington. Ship electricians swear by Plainville devices; passengers enjoy air ports made in Middletown; engineers keep a weather eye on Bridgeport gauges and quartermasters everywhere use bells produced in East Hampton. Other Connecticut products used by the American Merchant Marine include Milford brass, hack saw blades from New Haven, leather from Norwich, casement windows from Stratford, bar rods from Springdale, bronze balls, tubes and sheet copper from Waterbury, steel letters from New Haven, gray iron from Ansonia, ball bearings from Bristol, Danbury and Bantam, deck fittings from Branford, bronze bells, rawhide, asbestos, gold leaf and blowers from Hartford, and oil filters from Meriden. Clothes rods on many ships are equipped with sockets from a Wallingford factory.

Milliken Mentioned for Welfare Director

Earle L. Milliken of 142 Kenyon St., Hartford, formerly an executive engineer employed by the Belamose Corporation at Rocky Hill and by Stone & Webster Corp., has recently been seriously considered a candidate to supplant William J. Ryan as superintendent of the Hartford Welfare Department.

Association's Unemployment Report Published

After a two-year study of unemployment, the Manufacturers Association of Connecticut, Inc., made known the result of its survey in a 190 page report "Unemployment and Its Problems," published on February 13. The study was made under the direction of a special committee of leading industrialists and covers every known compulsory plan in the world besides delving into the major phases of the industrial problems including technocracy. It presents numerous tables and charts which show trends and results of compulsory programs of unemployment insurance now in effect in every country where they have been introduced.

Ferguson Heads Connecticut Power Company

Meeting Wednesday, February 1, directors of the Connecticut Power Company elected Samuel Ferguson as chairman of the board and Viggo E. Bird as president. Mr. Ferguson has been president of the Connecticut Power Company since the Hartford Electric Light Company acquired its interest in the company from Stone & Webster in March, 1920. Mr. Bird's connection with the Connecticut Power Company started in 1913 when Stone & Webster acquired the Hartford Electric Light Company. Although Mr. Ferguson continues to be active in the Connecticut Power Company, Mr. Bird assumes the more active duties of management.

Richard B. Curran, who has been secretary of the Connecticut Power Company was elected treasurer also. Samuel Ferguson, Jr. was made assistant treasurer. Mr. Clifford Trull was appointed coordinating auditor. Allan D. Colvin, executive vice-president, was made a member of the board of directors.

Austin Organ Company Builds New Product

The Austin Organ Company of Hartford just recently introduced a small residential organ ranging in price from \$2,000 to \$4,000 which the company officials believe will increase the demand in small churches, fraternal lodges and private homes. The or-

LOWER THE OVERHEAD BY LOWERING POWER COSTS

Install a Reliable and Economical DIESEL ENGINE

There are over 5000 HP of diesel engines in daily operation in the State of Connecticut at the present time.

Consult

S. ARTHUR RHODES

205 Main Street

New and used Diesel Engines.

Pumps.

Cromwell, Conn.

Air Compressors and Motors.

gan is six feet six inches in height and 7 feet five inches wide making it possible to install it in the average size living room. It has an unusually wide musical range from deep bass and the other broad foundation tones to the flute effects and the variations offered in strings, harp and chimes, comparing favorably with the larger installations for which the Austin Company is famous throughout the world.

The residence organ is supplied in three forms. The first is fitted with keyboards and pedals and may be operated by hand. The second is similar but is equipped with the reproducing player device made by Austin. The third is without keyboards or pedals, adapted only to the use of the player rolls which the company will furnish from its large library of music rolls which have been recorded in the Austin studios by outstanding organists of the world.

The new organ carries a five-year guarantee against defects in material or workmanship and will eventually be sold through music houses throughout the country.

American Hat Company Reorganized

Announcement was made early in February of the reorganization of the American Hat Company of Danbury. Following the reorganization stockholders elected Charles C. Haas, president; Aaron Fried, vice president and Oscar L. Amundsen, secretary and treasurer. The three officers constitute the board of directors. In addition to being president, Mr. Haas is controlling stockholder and will have personal supervision over the sales department assisted by William T. Shrader.

Connecticut Second in Share Work Movement

According to figures released by the Department of Commerce and made public through the New England Council, Connecticut ranks second in New England on the Work Sharing Development with 1,109 firms retaining 17,639 employes and adding 1,610 new employes out of 63,785 workers now employed in New England who otherwise would have been without work. Massachusetts ranks first with 2,559 firms

CONNECTICUT INDUSTRY for March, 1933

retaining 33,637 employes and adding 4,022 new employes.

Connecticut Institutions Returning R. F. C. Loans

In its January report, The Reconstruction Finance Corporation published the names of 24 Connecticut banking and financial institutions which had drawn on the Corporation for funds totaling \$4,180,724 of which \$1,272,822, slightly more than one quarter of the principal had been repaid.

C. E. Wertman Elected President of Whitney Manufacturing Company

Charles E. Wertman, for the past 17 years affiliated with the Whitney Manufacturing Company of Hartford, was elected president on January 30 to succeed the late Clarence E. Whitney.

Mr. Wertman received his early training in shop experience in the plant of the American Car and Foundry Company and later was affiliated with the Matheson Automobile Company in an executive capacity. He was also associated with the Packard Motor Car Company in the production division prior to his connection with the Whitney Manufacturing Co.

International Silver Plant in Shelton Closed

Factory B of the International Silver Co., in Shelton was recently closed because lack of volume did not warrant further operation, according to Charles Smith, plant manager.

Danielson Company Offers Houses for Sale

Powdrell & Alexander Co., Inc., curtain manufacturers of Danielson, Connecticut, is now offering its small tenement houses for sale.

Ponemah Mills to Make Rayon.

Ponemah Mills at Taftville, Connecticut, are changing over their cotton textile machinery for the manufacture of rayon cloth, on account of a permanent and increasing demand for this type of goods, according to Frank B. Ricketson, mill agent.



Scovell, Wellington & Company

ACCOUNTANTS AND AUDITORS
MANAGEMENT ENGINEERS

BOSTON
PHILADELPHIA
CHICAGO

OTHER OFFICES
SPRINGFIELD
SYRACUSE
KANSAS CITY

NEW YORK
CLEVELAND
SAN FRANCISCO

NEW HAVEN OFFICE
First National Bank Bldg.
Telephone 6-1412

Putnam Mills Busy

The Belding-Heminway Plant at Putnam is operating on an overtime schedule due to a large volume of orders and the present outlook for continuance of the present volume.

The Bloom Mills, also of Putnam, are operating night shifts.

Charles B. Cook and E. Kent Hubbard Scheduled for Radio Talk

Charles B. Cook, Vice President of the Royal Typewriter Company of Hartford, is scheduled to give an eight minute talk on "The Building of Foreign Trade" at 7:50 P. M., March 17, from the Traveler's Broadcasting Studio, Station WTIC, Hartford.

E. Kent Hubbard, President of the Manufacturers Association of Connecticut, is scheduled to talk on "Connecticut's Industrial Position as it Relates to Foreign Powers" at the same hour on the evening of March 3.

Both talks are parts of a series entitled, "Connecticut's Interests in Foreign Affairs," presented by Connecticut Council of International Relations over WTIC.

E. G. Feather Made Western Union Superintendent at Hartford

E. G. Feather of Yonkers, New York, has just recently taken over the position of Superintendent of the Hartford District for Western Union Telegraph Company. Mr. Feather succeeds A. J. Collier who resigned as Superintendent in December after many years' service in this territory.

Mr. Feather has been in the employ of the Western Union Telegraph Company for approximately 11 years, 9 of which he was District Manager and Traveling Representative covering New York, New England, Yonkers, and Jamestown. For the past 2 years he has been district commercial agent of the New York and New England District.

Western Union is now more than ever before striving to assist commercial, industrial, advertising, and sales executives to secure more business in less time by means of an exceptionally wide range of telegraph services. Mr. Feather states that the company is now doing much missionary work on the business uses of the telegram and is particularly stressing the adoption of the new "serial form" of service, which consists of a daily charge rather than a charge for each message. Such charges are set only after a thorough study of each company's specific uses of the telegram, and are always lower than message charges.



Recently an American dredge, weighing 4,000 tons, required for operation in the interior of New Guinea on a site lying behind three mountain ranges, was delivered by airplanes equipped with Hornet engines made by Pratt & Whitney Aircraft Company, East Hartford, Conn.

Because of inability to procure foreign exchange, the Austrian Tobacco Monopoly desires to effect a barter or compensation agreement with American tobacco exporters in order to continue its usual annual purchases in the United States.

A large American firm recently made known to a District Office of the Bureau of Foreign and Domestic Commerce that it had lost an order for telephone poles and cross arms from a construction company building a line in Iraq. The construction company found that Nomadic Arabs would cut down the poles, and use them and the cross arms for firewood as rapidly as the contractor set them in place. Steel poles and cross arms were used instead.

The Germans are now making teeth of iron and steel and it may not be long before we may engage a structural iron man to put in our bridgework.

Import quota restrictions on the principal American products exported to Turkey to the amount of Turkish exports to the United States, recently removed by the decree published Jan. 25. Main products excepted from this treatment are leather, hosiery and knit goods of wool or cotton which are now prohibited from all sources.

Installation of electric stoves in Italian homes in 1932 increased 80% over 1931.

American airplane engines are now being used in many foreign airlines including German, Dutch, New Guinea, Italian, Swedish, and Swiss lines.

Mac's Philosophy

I'M FOR peace, but I can't see any sense or justice in starvin' the fellow that feeds your war dogs and then expect him to be ready to feed 'em any time you rattle the saber.



Departmental News

Accounting Hints for Management

Contributed by Hartford Chapter N. A. C. A.

A STAND FOR PRICE STABILIZATION. All industry is concerned with the problem of receding prices. One of the most marked and noticeable facts disclosed by operating statements for the past two years was that the repeated and successive cutting of price quotations has not effectively stimulated business. Each new cut has proved to be an added disappointment. Upon reflection, however, such results are explainable; when prices are continually being lowered, nobody will buy more than their immediate needs, as they expect that when present supplies have been exhausted they can be replenished at even lower prices. There is no inducement to the trade under such conditions to buy in sizeable or even normal quantities. The point is obvious that the only sane procedure would be a coordinated or cooperative stand to stabilize prices.

Admittedly such a move will have its complications. Some concerns in each industry have been more drastic than others in their cuts. Bitter competitors will have to work together in cooperation. But these problems are not unsurmountable; they can be solved, if undertaken in good faith.

Amazing results have actually come from just such cooperation. In one industry the manufacturers agreed that no further price reductions would be made, and supplemented this with a 33 1/3% price increase. Subsequent reports disclosed that business not only *did not* drop off, but that there was actually an increase of 60% in sales. As soon as the buyers in the trade realized that the decline of prices had stopped, they scrambled to place their orders before they were caught by further increases. There is abundant evidence that inventories have been liquidated and are well nigh exhausted. There is reason to believe that commodity and labor costs have been amply deflated. A firm price policy—stabilized at least at the present point—would be a constructive step leading out of the present chaos. This course is *no* longer an abstract theory as it has actually been tried out and demonstrated. If individual concerns or industries will start to seriously consider some action along this line, the trend will undoubtedly taken hold and a healthy reaction get under way.

ADJUSTMENT OF PLANT ASSET ACCOUNTS. The proper accounting for the fixed asset

accounts both for balance sheet and operating purposes has come in for attention in financial, industrial and trade circles. It is evident that a transition is in process in the established views on the subject, due probably, in part, to a reaction to the reign of inflation. HARTFORD CHAPTER, N. A. C. A., will hold a special meeting in the early part of April to discuss this topic and to endeavor to develop clear and sane treatment of the topic. Guest cards may be procured from the Chapter Secretary.

"Group Incentives" will be the topic of discussion at the Chapter Meeting, March 21, 1933. J. W. Coburn of the General Electric Company, Bridgeport, will be the speaker.

Transportation

NEW HAVEN HAS TWO NEW VICE-PRESIDENTS. Frank J. Wall, General Traffic Manager and R. L. Pearson, General Manager of the New York, New Haven, and Hartford Railroad were elected vice-presidents of the company at a meeting of the directors on February 14.

Mr. Wall has been in charge of the Traffic department for the past several years and prior to that was vice-president in charge of traffic of the New England Steamship Company with headquarters in New York.

Mr. Pearson has been in charge of the operating, maintenance, and construction department of the New Haven road for a number of years.

NEW ENGLAND SHIPPERS' ADVISORY BOARD TO MEET IN MARCH. The next meeting of the New England Shippers' Advisory Board will be held at the Copley-Plaza Hotel, Boston, Massachusetts, on March 17. Traffic managers and executives from Connecticut and other New England states are urged to attend.

CONNECTICUT SHIPPERS OPPOSE RAIL RATE RAISE IN NEW YORK HEARING. Testifying at the opening of a hearing on the application of the Eastern and Western Railroads for a revision of rates, seven traffic managers of as many Connecticut manufacturing companies and N. W. Ford, traffic manager of the Manufacturers Association of Connecticut, predicted further diversion of west bound traffic from the railroads to motor trucks and water lines if rail rates to Western trunk-line territory are increased by the Interstate Commerce Commission. The hearings were held at the Hotel New Yorker for 3 days beginning January 24.

This group stated that they would favor the railroads with traffic just so long as rates and services were comparable with those offered by motor trucks or combinations of motor trucks, steamship and barge and rail. They pointed out that higher rail rates would mean that shipments would be made either in car-loads to Chicago or St. Louis freight forwarders and warehouses and to the Mississippi River and transhipment beyond by motor truck on short hauls throughout the Western trunk-line territory, or else the ultimate closing of certain Eastern plants unable to meet Western competition under the higher rate schedule.

Members of the Eastern Trunk-Line Committee, headed by Charles R. Seal, frequently questioned the witnesses as to the effect of the rates on Atlantic seaboard freight. William H. Chandler, traffic manager of the Merchants' Association of New York, discussed the situation in the Metropolitan New York district. M. B. Pierce and Wallace Hughes represented the Eastern and Western Railroads respectively. William J. Koebell and P. C. Paulson, examiners of the Interstate Commerce Commission, presided. Hearings were previously held in Chicago and are being continued in Minneapolis and other Western cities.

NEW HAVEN SPEEDS UP TWO TRAINS—ELIMINATES ONE. The New York, New Haven & Hartford railroad has speeded up the schedule of the Merchant's Limited by 15 minutes between Boston and New York and vice versa; reduced the extra fare for the "Yankee Clipper" and discontinued the "Knickerbocker Limited" effective on Monday, February 20.

The Merchants Limited now leaves New York for Boston at 5 P. M. but arrives at opposite terminals at 9:45 instead of 10 P. M. The "Yankee Clipper" now leaves New York and Boston simultaneously at 1 P. M. in place of the "Knickerbocker Limited" but continues its 4½ hour schedules despite added stops at New London and 125th Street, New York. Extra fare on this train has been reduced from \$2.50 to \$1.20 placing its rate on a par with the Merchant's Limited.

TENTATIVE EXAMINER'S REPORT OPPOSES FREE NEW YORK LIGHTERAGE. An Interstate Commerce Commission examiner, in a tentative report, recently sustained the contention of New Jersey by holding that free lighterage service on traffic to and from Manhattan Island was prejudicial to New Jersey interests. The report is regarded as a prelude to litigation regardless of the nature of the Commission's ultimate decision.

ECONOMY DINER NEW FEATURE OF BANKER'S EXPRESS. Passengers using the Banker's Express of the New Haven Railroad after Monday, Feb. 20, may be expected to register surprise at seeing a brightly garbed negress dressed in a green elaborate uniform and matching head-dress, announcing first calls to breakfast on the brand new "Economy Special Diner" placed in service on that train and on train No. 80 returning from New York to Springfield in the evening. Negresses, similarly garbed will act as waitresses serving a cup of coffee and a doughnut for 15¢ or a "gormandizer's plenty" for 80¢—all in an atmosphere made homelike by old rose trimmings and hangings against a predominating color of green, and table linen of apricot colored Irish damask.

According to Mr. R. L. Pearson, vice-president and general manager of the company, this service has been inaugurated so that patrons will realize that the company is trying to find out just what type of service its customers prefer.

Foreign Trade

ANNUAL GET-TOGETHER OF EXPORT EXECUTIVES SCHEDULED FOR MARCH 14. The Annual Get-Together of export executives, held each year, under the auspices of the Export Managers' Club of New York, Inc., is scheduled for Tuesday, March 14, at Hotel Pennsylvania, New York City.

The morning session chairmanned by C. W. Linscheid of Fairbanks Morse & Co., and vice-president of the club, will include an address of welcome by A. M. Hamilton, president Export Managers Club of New York and foreign sales manager, American Locomotive Sales Company. One group meeting will discuss the "Credit Problems in Export Today" with William S. Swingle, director foreign department, National Association of Credit Men as group chairman. The second group will discuss "Foreign Exchanges," with speaker to be announced at the meeting. The third group will be addressed by Eugene P. Thomas, president National Foreign Trade Council on the subject "Governmental Aid to Export."

In the afternoon session the following subjects will be discussed by prominent speakers. They are: "What's New in Export Advertising and Selling," "Artificial Restrictions on Foreign Commerce," and "Tariff and International Trade."

At noon, groups representing different classes of trade will hold separate luncheons. These groups are: machinery, hardware and electrical equipment; foreign credit, collections in terms of exchange restric-

tions; drug, chemical and food; specialties and business equipment; and automotives.

At the banquet session to be held at 7 p. m., A. M. Hamilton will preside as toastmaster. Speakers scheduled are: James S. Carson, vice-president, The American Foreign Power Co., Inc., and Willis H. Booth, vice-president, Guarantee Trust Co.

Reservations should be made at least a week in advance for the luncheons desired.

TIME LIMIT FOR CUSTOMS ENTRY OF MERCHANDISE FOR SOUTH AMERICAN COUNTRIES.

Argentina. Eight days from the date fixed by the Customs as that of the vessel's entrance at the port are allowed for the entry of goods, and within 15 days after the vessel's arrival the actual contents of the shipment must be declared. Failure to effect entry within the 8-day period results in a fine of 2 per cent of the total value of the goods.

Bolivia. Goods must be warehoused or declared for consumption within 15 days after the arrival of the transporting vessel. They are permitted to remain in the customs warehouse or private bonded warehouse for one year from their entry, after which they are regarded as abandoned.

Brazil. Goods for storage must be warehoused within 12 days after the vessel's arrival, and a period of 6 months is allowed for the storage of goods intended for clearance for consumption, except in the case of perishable goods, which are granted 3 months in all ports except Rio de Janeiro, where the limit is 30 days.

Chile. Merchandise unloaded directly onto the wharves is entered immediately in Customs and that unloaded in other ways must be entered within 48 hours of unloading. Goods may be warehoused for a maximum period of one year.

Colombia. Declaration of the goods must be presented within 4 days of the arrival of the transporting vessel, otherwise the goods will be subject to a surcharge of 1 per cent of the customs duties per day.

Costa Rica. Goods must be entered for consumption or warehousing within one month, except in the case of explosives and other "dangerous goods", which must be entered within 48 hours.

Cuba. Forty-eight hours are allowed for the customs entry of merchandise, and customs documents or a bond for their presentation must be presented within 3 days after the vessel's arrival.

Dominican Republic. Goods for consumption must be declared within 3 working days after arrival of the vessel, and if for deposit, within 4 days. Goods declared

for deposit may be redeclared for consumption or re-exportation at any time within 90 days.

Ecuador. Documents for entry of goods in deposit or for consumption must be presented to the Customs within 24 days after arrival of the vessel. Goods may be deposited for 90 days during which time they may be declared for consumption or reexportation.

Haiti. Goods must be entered "in deposit" within 24 hours of arrival. They may later be declared for consumption or for reexportation, subject to a deposit tax of $\frac{1}{2}\%$ of value per month or fraction thereof.

Honduras. All goods must be deposited in the Customs warehouse on arrival, and 30 days ordinarily is allowed for entry for clearance, except in the case of certain explosives and inflammables and bulky goods, as machinery, which must be cleared within 3 days after arrival of the transporting vessel.

(To be continued in April "Foreign Trade".)

LEGISLATION

Continued from page 2

Looking ahead from March 4, there are many reasons for optimism. Although not looked upon as a super-leader even by his best friends, Roosevelt has accomplished many seemingly unsurmountable tasks in his 2 score and 11 years. He has no mean ability as a politician and that coupled with his *Time*-dubbed "brain trust", made up of economic advisers, should aid him in steering a reasonably safe course. He will have with him ample majorities of his own party in both houses of Congress, and from indications strongly evident in the "lame duck" session, will have unusual freedom of action approaching dictatorship. Doubtless there will be a certain amount of internal jealousy and minor splits within the Roosevelt ranks, but his political ability with the present mighty force of popular opinion at his back, should provide the needed impetus to hurdle such obstacles in the pathway to recovery. The imperative demand of economic necessity will facilitate the welding of voting blocs which heretofore were recalcitrant minorities, stubbornly blocking accomplishment. While not composed of the present "Big Names" in the Democratic party, Roosevelt's Cabinet will be neither ultra-conservative nor radical. This should make for a safe balance with a needed sprinkling of liberalism.

First on the list of Roosevelt's slated activities is a Governors' Conference at Washington which should result in elimination of duplication in allocation and collection of taxes as between federal and state authorities, and a closer liaison between the president

and state executives on all economic matters. Next in line is a debt conference with Great Britain, plans for which are now apparently under way. Great Britain has chosen its representatives and Roosevelt, from unofficial conversations with the British Ambassador, should have a good grasp of the details enabling him to proceed speedily with final arrangements. There is much outwardly expressed optimism as to the possibility of an amicable settlement of British-U. S. debts and favorable trade bargaining, despite Chamberlain's inept statement to the contrary. Favorable outcome of this conference will give added assurance for the success of the world economic conference to follow.

In the special session of Congress which may be called early in April, farm-mortgage relief, public works, unemployment relief, beer for revenue, veterans' non-service disability cuts, anti-trust law revision, inflationary moves, and numerous labor bills will crowd the calendar for action. With both business and labor in the mood to give away more of their former prerogatives to start "the upward climb", the next 6 months appear to hold out more hope for the realization of a sound recovery platform than has been in evidence since the beginning of the depression.

STATE

Depression in business was not reflected in a dearth of ideas for new laws offered to the 1933 general assembly, for at the close of the last day for introduction of bills on Jan. 27, a count revealed that 1834 bills and 373 joint resolutions had been placed in the hopper of the Legislature. This number represented an increase of approximately 20% over the previous high established in 1931. Democratic hopes of sharing judgeships accounted for the large number of resolutions.

Lacking space for details, (details included in regular legislative bulletins to members) we present only the high-lights at the Capitol for the past 4 weeks. In truth, no bill of great importance to any formidable group of Connecticut's citizens has been given the effect of law. Hearings have been in progress since February 9 with unusually large attendance. The atmosphere of the capitol has been tense as though a storm were in the making. Even if one is to discount lobby gossip and the everyday grist of public news by as much as 50% he must still believe that "deals" are in the making where judgeships may be exchanged by Republicans for Democratic votes on pending legislation. Just now, by telephone, we learn that the so-called "deal" has been effected and that minor city court, town and borough judgeships will be divided between "old guard" Democratic choices and those

favored by the Republicans. The district court bill is therefore dead, in this session at least.

From all present indications the budget will be balanced for the next biennium at a figure of 17 million set for each of the 2 years. This is 4 million less than the budget for 1931 and 1932. Slashes have been recommended by the Judiciary committee for statutory and all other state salaries averaging about 12½%. This committee also reported favorably, despite bitter opposition, that salaries of the Tuberculosis Commission be entirely eliminated for the next 2 years.

Stringent regulation of trucks is advocated by the New Haven Railroad in 8 bills which would accomplish the following: empower the public utilities commission to regulate more fully truck transportation; amend existing statutes to reduce maximum size and weight of commercial motor vehicles; increase registration fees; restrict working hours of driver; prohibit the use of trailers; require operators of commercial vehicles carrying explosives or inflammable substances to stop before proceeding over any railway crossing; and permit the railroads to own and operate air transport lines.

Taxation bills, approved by Governor Cross and Tax Commissioner, William H. Blodgett, which would establish a uniform fiscal year for all towns, cities and boroughs and require that taxes become due at the beginning of the fiscal year, were introduced into both Houses during the last week of January.

The State Labor Department program to eliminate so-called "sweatshops" in Connecticut is embodied in: S. B. 421, requiring registration of employers; S. B. 420, prohibiting locked doors to factories during working hours; S. B. 53, increasing penalties for violation of the laws pertaining to the employment of women and minors; S. B. 414, pertaining to withholding of wages and authorizing their collection by the department; S. B. 415, concerning the setting of a minimum wage for minors in various occupations by a commission; and S. B. 417, setting a 9-hour day and 48-hour week as a maximum for women in industry. S. B. 414, S. B. 420, and S. B. 421 were heard on February 23. The remaining bills on this program have not yet been scheduled for hearing.

Other bills of vital importance to industry which have not yet been assigned for hearing are several measures on unemployment insurance and 2 on old age assistance. Hearing dates will be announced in succeeding bulletins.

Unless the work of the Legislature proceeds with far greater despatch during March and April, a special session with its added expense and inconvenience will become a necessity.

SERVICES AT YOUR DOOR

An alphabetical list of accessible services recommended to Connecticut Industry readers

**HADFIELD, ROTHWELL,
SOULE & COATES**
Certified Public Accountants
Hartford Stamford

HENRY KNUST
Certified Public Accountant
Conn. and N. Y.
15 Lewis Street Hartford

Scovell, Wellington & Company
ACCOUNTANTS AND AUDITORS
First National Bank Bldg.
New Haven

Offices in Principal Cities

**Rates for this space
exceptionally low**

COAL

T. A. D. JONES & CO., INC.
**24 hour service to Connecticut
Industries**

New Haven — Bridgeport

ENGINEERS—MANAGEMENT

Scovell, Wellington & Company
First National Bank Bldg.
New Haven

Offices in Principal Cities

ENGINES & MOTORS

S. ARTHUR RHODES
**New & Used Diesel Engines,
Pumps, Air Compressors & Motors**
205 Main St. Cromwell, Conn.

GRAVERS

DOWD, WYLLIE & OLSON
*Advertising Art &
Photo Engraving*
106 Ann St. Hartford

FENCING

THE JOHN P. SMITH CO.
*Distributors for Page fence.
Manufacturers of Wire Cloth,*
497 State St. New Haven

List Your Services Here

HEAT REGULATORS—
Minneapolis-Honeywell Heat
Regulator Co., Inc.
A regulator for every need
740 Capitol Ave. Hartford

HEAT TREATING
The Stanley P. Rockwell
Company
Heat Treating & Equipment
296 Homestead Ave. Hartford

INSURANCE
AMERICAN MUTUAL
LIABILITY INS. CO.
Workmen's Compensation Ins.
Boston - Bridgeport - Hartford

LEONARD S GUIDE
Freight, Express and Parcel Post
Rates and Routing
The most complete, accurate, and
simple guide published
15 East 26th St. New York

PRINTERS
THE CASE, LOCKWOOD &
BRAINARD CO.
Printers and Binders
Trumbull St., Hartford

...Query

Readers desiring to purchase merchandise or services not listed here will be given the names of reliable firms upon inquiry to this department.

... Listing

Copy for listing in this department must be received by the 15th of the month for publication in the succeeding month's issue. We reserve the right to refuse any listing.

*Ask about rates for one or
more of these spaces.*

TRANSPORTATION

AMERICAN-HAWAIIAN
STEAMSHIP CO.
Coast-to-Coast Freight Service
New York — Boston

DOLLAR STEAMSHIP LINES,
INC., LTD.
*Inter-coastal—Far-East and
Mediterranean freight steamer
Service*
New York Boston

CONSOLIDATED MOTOR
LINES, INC.
*Trucking Service between
Maine and Washington,
D. C.*
Hartford Conn.

List Your Services Here

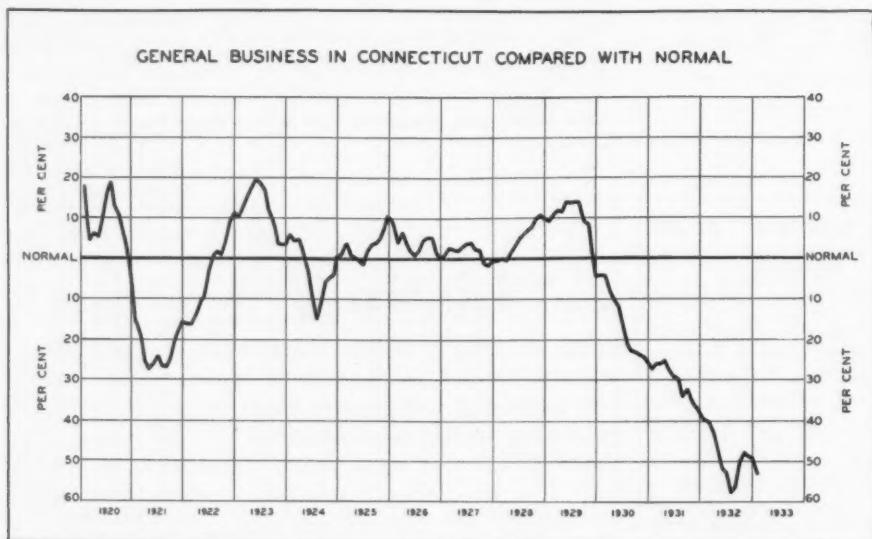
HOW'S BUSINESS

H. RAWCK

General Summary

During January, business activity in Connecticut receded rather generally from the level of the preceding month but remained, nevertheless, about four points above the low mark reached last July. Activity in manufacturing plants was, on the average, lower than in December. The number of man-hours worked and employees on factory payrolls both experienced appreciable recessions and the decline in freight car-load-

activity as a whole declined below December but several developments during the month were decidedly encouraging. Although the increase in automobile production was less than had occurred in previous years, this was due in large part to labor trouble in one of the plants making the bodies for the new Ford. Statistics covering production of cars and new car registrations were highly favorable. Sales of new cars to dealers by General Motors aggregated more than for



ings also indicated lessened production. Data for the first week of February, however, were more encouraging since they showed that in at least one city the downward trend of production had been checked and a moderate expansion had taken place. Freight car-loadings early in February increased over the average daily rate in January by only slightly less than the normal seasonal amount. Cotton consumption in Connecticut mills fell sharply during January and metal tonnage carried by the New Haven Road was also less than a month earlier. Bank debits to individual accounts continued to reflect the curtailment in general business.

In the United States in January, general business

any month since July, 1931, and new registrations of all cars in the first eight states to report for January were double those of December and slightly more than in January last year. Production of cars in February is expected to be low because of a continuance of the labor trouble mentioned above in the early part of the month and the eleven-day bank holiday in Michigan during the middle of the month. The basic fact, however, remains: consumer demand has been stimulated by the new and improved cars at reduced prices. Another encouraging development during the month was that although total freight car-loadings in the United States decreased sharply in January, the decrease was principally due to a decline in shipments

of coal due to an abnormally warm month. Loadings of less-than-carload-lot and miscellaneous freight, the two largest and most important groups from a general business viewpoint, experienced a substantial rise over December. Increases in pig-iron production and steel ingot production were both somewhat greater than normal. Electric power production declined during the month due in part, it is believed, to the warm weather. Cotton consumption and zinc production also decreased in January.

Wholesale prices, according to The Annalist index, continued to fall in January but a degree of stability made itself evident in February. Weakness in the prices of gasoline and petroleum products and some further falling off in the prices of farm products were primarily responsible for the decline in the index for all commodities which fell 2% between January 17th and February 14th. Fuels, as a group, were 8% lower at the end of the four week period, farm products 3%, textiles 2% and food products and miscellaneous items 1%. No change occurred in the prices of metals, building materials or chemicals. Retail food prices in Connecticut declined approximately 3% between December 15th and January 15th.

Financial

The number of business failures in Connecticut during the four weeks ended February 11th were 12% less than in the corresponding period a year ago. However, net liabilities of failures remained abnormally high. New corporations formed were less than last year in both number and authorized capital stock. Real estate activity increased during late January and February, the total number of sales falling only 19% below a year ago. New sales of ordinary life insurance in Connecticut during January increased over December contrary to the usual seasonal trend.

Construction

Contracts awarded for new building in January decreased less than seasonally expected from December aggregating only 2% less in value than a year earlier. This is the first time since June, 1930, that contracts awarded in any month has approximately equalled the total for the same month a year previous. Public works comprised the bulk of new contracts, awards for this type of construction increasing in January 75% over January, 1932. Other non-residential building declined 13% and residential building 56% under a year ago. In Connecticut, the contract was awarded on February 10th for a post-office in New London to cost \$305,000.

Labor and Industry

Manufacturing activity decreased in a majority of Connecticut cities during January. The index of the

number of man-hours worked fell to 56.9% below normal compared with 53.5% below in December. In Bristol, Bridgeport and New Britain, man-hours worked fell sharply below the level of December. In New Haven, practically no change was indicated between the two months. Reports from Bridgeport covering the early part of February were to the effect that several plants had expanded operations as the result of new orders; man-hour data for the same period confirmed these reports. Employment in factories in Hartford was unchanged in January when compared with December but in Waterbury, employment in brass factories declined 6%. For the two cities combined, the index of employment stood at -37.7% in January compared with -36.0% in December. In New London, as the result of a large order from the Red Cross, one mill added 400 employees to its payroll. Full time operations are expected for several weeks.

Trade

According to the Federal Reserve Board, the index of department store sales in January receded to 59 compared with 62 in December and 65 in November. Colder weather in February apparently stimulated sales of clothing and other goods normally required during winter months. Stocks remain very low.

Transportation

Freight car-loadings of automobiles, building materials and merchandise in less-than-carload-lot experienced the usual seasonal changes compared with December. Loadings of bituminous coal were sharply reduced. During the four weeks ended February 11th, loadings at 14 Connecticut cities were 19% below the corresponding period a year ago; in the United States, loadings fell off 14% in the same period.

DIPPING BASKETS

WIRE CLOTH

RUBBISH BURNERS

FIREPLACE SCREENS

MANUFACTURED BY

The JOHN P. SMITH Co.
497 STATE ST. Since 1805 NEAR ELM ST.

NEW HAVEN

CONN.

— Service —

On account of space limitations, the material and used equipment items offered for sale by Association members have not been classified by sizes or usage best adapted. Full information will be given on receipt of inquiry. Listing service free to member concerns.

●● Materials for Sale

Cold rolled steel in coils and in squares, condulets and fittings, remnants of covering materials—velours, velvets, mohair, tapestries, denims, chintzes, and cretonnes, semi-finished and castellated U. S. S. nuts, pulleys, flat and crown face-steel and cast-iron; new shaft hangers, brass wire, brass rods, aluminum tubing, cold drawn steel—mostly hex; miscellaneous lot of material used in the manufacture of molded rubber parts and flooring, knife switches—new and many sizes; carload C. I. drop bases, No. 1025 steel in sizes 4' x 2' and 6' x 2'; lead pipe, lead sheet, acid proof pipe fittings, 124 bars screw stock varying thicknesses and lengths, white absorbent tissue process from cotton, rotary convertor, colors and dyes—large variety, lacquers—several hundred gallons in assorted colors; and soft anneal copper with high silver content in rolls. J. H. Williams wrenches in assorted sizes.

●● Equipment for Sale

ACCUMULATORS, annunciators, baskets, beaders, beamers, bearings, belt stretchers, blowers, boilers, braiders, bronze runners, cans, cards, woolen; car loaders, chain, chairs, champfer, clocks, time recorders; clock systems, colors and dyes, compressors, condulets, convertors, conveyors, cookers, cooking utensils, doublers, draftsman's table, drop hammers, drops, board; drums, drying racks, dyes, engines, evaporators, extractors or percolators, fans, filtering carbon, folders, forming rolls, frames, furnaces, gears, generators, grinders, grind stones. Grinding wheels, guiders, headers, lamp shades, lathes, lifters, looms, De Laski circular; machines, automatic; machines, calculating; machines, compressing; machines, dieing; machines, drilling; machines, filing; machines, filling; machines, folding; machines, knitting; machines, mercerizing; machines, milling; machines, pipe-cutting and threading; machines, pleating down; machines, riveting; machines, screw; machines, threading; machines, tongue and groove; machines, washing; mercerizer equipment; millers, mixers, mills, mills rubber; mixing rolls, motors, oil circuits; oven drawers, paints and lacquers; panels, planers, plungers, pointers, presses, profilers, pulley drives, pumps, reamers, receivers, rheostats, safe cabinets, saws, scales, screens, seamers, shapers, shears, spindles, spinning mules, steam tables, steam warmers, stitcher, 192 monitor corner box switches, tables, tanks, toilet equipment, trucks, ash can; tube closers; wire, wire screw and yarders.

MAKE US AN OFFER: Deane Steam Pump 3½ x 18", Horizontal Duplex Double Plunger Type, 50 R. P. M., 129 gallons per minute; Southwark Hydraulic Accumulator 15" x 16", having a 2,500 lbs. pressure—14" diameter x 16' x ¼" steel casing; Southwark 1,200 ton Hydraulic Forging Press 1,150 net tons capacity, 2,500 lbs. pressure, stroke 2' 6", diameter of ram 2' 11½", space between uprights 3' 11½" x 2' 11½"; Hardinge Conical Ball Mill 4½" diameter x 16" Cylinder, improved type for heavy duty; Power Mining Machinery Company's 10 x 16 Jaw Crusher with geared iron jaw, Serial No. 58; Dings Magnetic Separator, Type MB, Serial No. 1,696, with attached generator; 2—No. 3 James Ore Concentrator Company's Sand Tables, fitted with Simplex Vibrator Head and Tables 4' x 16'. Seymour Mfg. Co., Seymour, Conn.

— Service —

Call or write for many other listings for sale, rent or lease in Connecticut. If our listings do not meet your requirements a thorough search will be made. Address Service Section, *Connecticut Industry*.

●● For Sale or Rent

COMMISSION SALES REPRESENTATION: Connecticut manufacturer whose trade is well established throughout desires to secure additional lines for salesmen to sell on a commission basis. Prefers small metal or hardware specialties having good sales possibilities to sell for about \$2.00. Address S. E. 57.

WILL LEASE CHICAGO WAREHOUSE SPACE: Connecticut concern will lease a whole or part of one floor in its Chicago warehouse. Part suitable for office space, and part for warehouse space. Total floor space approximately 7,500 sq. ft. Address S. E. 58.

FOR RENT: Space in modern factory, all on one floor, 14,000 sq. ft., additional space can be had on mezzanine floor. High ceiling, power, heat, and watchman service included. Norwalk, Conn. Address S. E. 60.

●● Wanted to Buy

MANUFACTURER WILL BUY: A Connecticut Manufacturer will buy at reasonable price at any time surplus lots of 1½" gum wood or 1½" walnut. Also large surplus lots of Bessemer screw stock ¾"-13/16" round. Address S. E. 61.

●● Employment

SALES AND DEVELOPMENT ENGINEER: Mechanical and electrical training in leading technical school, inside shop experience, eight years sales experience covering sales engineering, sales through distributor, sales promotion, sales management. Native of Connecticut. Address P. W. 216.

DEVELOPING ENGINEER ON SHEET METAL WORKING MACHINERY, AND KINDRED LINES FOR 14 YEARS: Specialized in creating new designs and revamping the antiquated tools, effecting greater economy and sales appeal, desires to connect with progressive company, to assist them in perfecting products of improved designs. Address P. W. 217.

DEVELOPMENT AND SALES ENGINEER with 12 years' experience as Experimental Engineer and Ass't Chief Engineer with two of the largest manufacturers of transmissions, clutches and friction materials. Technical graduate. Experienced in sales and service work. Address P. W. 218.

WEST COAST REPRESENTATIVE: A man who has been representing a New Haven Manufacture satisfactorily for several years on the West Coast now desires to represent another Eastern manufacturer in this territory. He can arrange to carry stock with full bonded protection. Address S. E. 59.

SALES REPRESENTATION IN VENEZUELA: The firm of Monch & Liebenschutz, Apartado M, Caracas, Venezuela, which has successfully represented a large Connecticut concern for a number of years, desires several new American manufacturing export clients. Anyone interested should write to this firm direct. Reference may be obtained by writing to Export Opportunities, care of Connecticut Industry.

Why this manufacturer insures with American Mutual

THE BRADLEY & HUBBARD MFG. Co., located in Meriden, Conn., designs and manufactures decorative metal goods, including electrical fixtures, desk sets, fireplace equipment, etc. It is one of the many well-known Connecticut companies that naturally turn to American Mutual for workmen's compensation and other forms of liability insurance. What Bradley & Hubbard seeks is an insurance organization that offers maximum savings and stability—plus good service. And that is exactly what this company gets from American Mutual.

For almost half a century, all of our policyholders have earned a dividend of 20% or more of their annual premiums. In other words, they have saved at least 20% on their insurance costs. In the past nine years, The Bradley & Hubbard Mfg. Co. has saved more than \$8,000 through dividends returned on its workmen's compensation and other liability insurance. Yet it has received full protection . . . from one of the oldest, largest and strongest liability insurance companies in the world! As filed with the Connecticut Insurance Department as of December 31, 1932, American Mutual's assets are \$19,226,175.08, its liabilities \$15,223,685.31, its surplus \$4,002,489.77.

American Mutual offers prompt and efficient service



A lighting fixture designed and made-to-order by The Bradley & Hubbard Mfg. Co. This company makes up special fixtures of all types for residences or public buildings.

through trained representatives working for this company only. Our engineering department advises policyholders on every phase of accident prevention . . . making careful studies of accident causes, suggesting ways of eliminating them, helping to organize plant safety work, etc.

Perhaps the best recommendation for American Mutual is that 96% of the policyholders, including The Bradley & Hubbard Mfg. Co., renew their insurance with us every year. We'll be glad to discuss your particular insurance problems. Just call our nearest office.

AMERICAN MUTUAL LIABILITY INSURANCE COMPANY

WORKMEN'S COMPENSATION AND AUTOMOBILE INSURANCE

BRIDGEPORT, CONN., Newfield Building

EXECUTIVE OFFICES: 142 Berkeley St., Boston, Mass.

HARTFORD, CONN., 12 Haynes St.

OFFICES IN PRINCIPAL CITIES



Dollar Steamship Lines

Inc., Ltd.

Express—Freight
Refrigerator-Passenger
U. S. Mail Services

FAST INTERCOASTAL SERVICE

WEST BOUND—From New York every Thursday;
from Boston every other Sunday.

EAST BOUND—From San Francisco every other
Thursday; from Los Angeles every other Saturday.

FAR EAST SERVICE

TO HAWAII, JAPAN, CHINA AND PHILIPPINES
—every Thursday from New York—every other
Sunday from Boston.

HOMEWARD—Fortnightly via California and
Panama via Straits Settlements, Colombo and Suez.

MEDITERRANEAN SERVICE

Fortnightly from Alexandria, Naples, Genoa and Mar-
seilles to New York and Boston.

For schedules, rates and other particulars address

Dollar Steamship Lines Inc., Ltd.

25 Broadway
Digby 3260
NEW YORK

177 State St.
Hubbard 0221
BOSTON

PRINTING, well planned
and executed, is a stimu-
lant to business. It is not
necessarily expensive.

THE CASE, LOCKWOOD & BRAINARD CO.

Printers and Bookbinders

85 Trumbull Street Hartford, Conn.

INDUSTRIAL LEADERS

have long appreciated the
necessity of comprehensive
result-giving printed matter.
Whether it be catalog, direct-
by-mail literature or space,
quality in printing plates is of
the first importance. >>>

For eighteen years this organization
has been producing "result-
giving" printing plates. >>

DOWD, WYLLIE & OLSON, INC.
106 ANN STREET . . HARTFORD, CONN.

Fine
Printing
Plates
For
All
Purposes

AMERICAN-HAWAIIAN'S
fleet of twenty-three fast freighters,
with two sailings weekly between
Atlantic and Pacific Coast ports,
affords the greatest frequency in
the intercoastal service.

CAREFUL HANDLING
ON-TIME ARRIVALS
REGULAR SAILINGS
ECONOMY



**AMERICAN-HAWAIIAN
STEAMSHIP COMPANY**
Superior Coast-to-Coast Service

